

## Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 BAGHDA 00277 171246Z

43

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 COME-00 CIEP-02 OMB-01 TRSE-00

CIAE-00 INR-07 NSAE-00 /027 W  
----- 085591

R 151040Z MAR 75

FM AMEMBASSY BAGHDAD

TO SECSTATE WASHDC 1760

INFO AMEMBASSY BEIRUT

UNCLAS BAGHDAD 0277

EO 11652: N/A

TAGS: BRТА, BEXP, IZ

SUBJECT; VISIT OF ALLIS CHALMERS EXECUTIVES

REF; STATE 043933

1. CHAIRMAN OF BOARD ALLIS CHALMERS DAVID SCOTT, WITH THREE EXECUTIVE VPS AND NEW VP FOR NORTH AFRICA AND NEAR EAST, VISITED BAGHDAD MARCH 10 - 12 FOR GENERAL MARKET SURVEY. ALTHOUGH GROUP DID NOT BRING SPECIFIC PROPOSALS IT WAS WELL PREPARED AND ITS APPROACH COULD BE TAKEN AS A MODEL FOR MAJOR US FIRMS WISHING TO INTRODUCE THEMSELVES TO IRAQ. PROGRAM BEGAN WITH BRIEFING AT USINT FOLLOWED BY LUNCH/DISCUSSION HOSTED BY USINT PRINCIPAL OFFICER AND ATTENDED BY OTHER AMERICAN BUSINESSMEN WITH RECENT EXPERIENCE WINNING CONTRACTS IN IRAQ (PRESIDENT OF CARD CONSTRUCTION COMPANY--BASRA SEWER PROJECT; AND TWO EXECUTIVES OF MAUL BROTHERS--GLASS BOTTLE PLANT AT RAMADI). MAJOR TOPICS DEVELOPED WERE ROLE OF LOCAL PRIVATE SECTOR, IRAQI COLLABORATION WITH U.S. FIRMS, TECHNIQUES OF NEGOTIATING WITH GOI AGENCIES AND GENERAL BUSINESS CLIMATE.

2. SECOND DAY OF VISIT INCLUDED CALLS ON SENIOR OFFICIALS OF MINISTRIES OF AGRICULTURE, INDUSTRY, DG OF MINISTRY OF ECONOMY'S STATE MACHINERY IMPORT COMPANY (SMIC), AND DG OF PLANNING BOARD'S NATIONAL  
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PAGE 02 BAGHDA 00277 171246Z

CENTER FOR ARCHITECTURAL DESIGN AND CONSULTANCY.  
IN LATE AFTERNOON GROUP MET WITH IRAQI PRIVATE SECTOR

REPRESENTATIVES OF CARD CONSTRUCTION COMPANY AND MAUL BROTHERS AND MR. SCOTT ONCE AGAIN WITH USINT PRINCIPAL OFFICER.

3. SCOTT HIMSELF PLANS RETURN BAGHDAD IN MAY, FOLLOWING APRIL VISIT BY WILLIAM BELL, NEW AREA VP. SCOTT SAID HE INTENDS OPEN OFFICE IN BAGHDAD AS WELL AS REGIONAL OFFICE AT SITE NOT YET DETERMINED. WE ARE QUITE CONFIDENT THAT SCOTT WILL BE RECEIVED AT MINISTERIAL LEVEL DURING NEXT VISIT.  
LOWRIE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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